

New president of state Realtors has far-reaching responsibilities

By Scott Taylor
Deseret News staff writer

PROVO — As the new president of the Utah Association of Realtors, T. Darrell Bushnell of Provo leads out for the 4,500 licensed real estate agent members in the state.

But his responsibilities don't stop with the state boundaries. Being a state association official includes a position on the board of directors of the National Association of Real Estate Boards (NAREB), which is considered the nation's largest trade association at 600,000 strong.

Bushnell, owner and principal broker of Bushnell Real Estate Inc. in Provo, is in the first weeks of his new position, which ends next August.

One of his goals as president is to call attention to the work being done by realtor groups on behalf of property owners. "We want to provide an opportunity for each citizen to own his own home," he said, adding that the national, state and local groups strive to represent the collective interests of property owners.

Representation is most effective through the national association, forming the largest political-action committee in the country. Although the national headquarters are located in Chicago, additional offices are in Washington, D.C., where realtor representatives can be close to U.S. congressmen.

The NAREB is expected to spend upwards of \$2 million this year in lobbying efforts on the federal level alone. But Bushnell says realtors "have no axe to grind — (the lobbying) is not self-serving or self-dealing."

An example Bushnell gives of lobbying on behalf of the property owner was a recent congressional move to increase property taxes by changing the period of depreciation.

The U.S. House of Representatives wanted to keep the 15-year depreciation



T. Darrell Bushnell

period, while the Senate was calling for a change to 20 years. Such a jump from 15 to 20 years would have caused a \$300 billion reduction in real estate values in the United States.

The NAREB sided with the House, which finally met the Senate halfway in a compromise at an 18-year depreciation period. But the three-year increase in depreciation periods still meant values on existing property in Utah dropped \$845 million, Bushnell said.

He said that lobby efforts by the realtors enabled congressmen to see their action would cause "a major change in value by making a nominal increase in taxes."

Another example Bushnell cites is the imputed interest issue in a 1984 congressional tax bill. When the prop-

erty is "seller-financed," the old law calls for a minimum interest rate of 9 percent. If it was less, the Internal Revenue Service enforces an imputed interest of 10 percent.

The new bill, according to Bushnell, requests an interest rate of 15 percent, with the IRS tacking on an imputed interest of 16½ percent if the seller-financed property carries an interest rate less than 15 percent.

Saying that such interest rates would be "heavier" than in the current financial market, Bushnell said the challenge is to make the country's elected officials see the impact of such a bill.

But he said Utah's congressmen are among the most concerned about the defense of property-ownership issues. "The representatives and senators of the state of Utah are some of the best you could have anywhere."

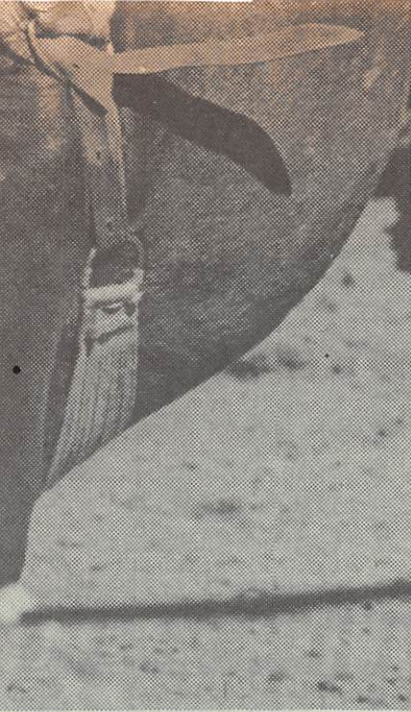
Property ownership, in turn, benefits the community by adding stability and sensitivity to neighborhoods. "You have a different attitude if you're one of the property owners in the neighborhood," Bushnell said.

As the state association president, Bushnell wants to call attention to the lobbying. "I want local people, in our industry as well as out, to begin to know and respect the efforts made by these state and national groups," he said.

He also wants to improve the association from within, including the continual retraining and re-educating processes that are common to Realtor groups. "I hope to see better education of our people to make them more qualified as a professional out in the field," he said.

Part of that professional image is adhering to the realtors' national code of ethics, which predates any state licensing.

"We want to police ourselves as much as possible and we do a pretty good job of it," Bushnell said.



PHOTOGRAPHY/ GARY McKELLAR

Rocky Mountain Region rodeo.

ch teams wn rodeo

ed to win the team roping event for
de Ryan, Heber City, took first in steer
Robin Christiansen won the barrel

Idaho's George Schmidt won the men's
ttle ahead of Weber's Craig Kosoff and
erry Jorgesen.

en's all-around title went to SUSC's Bet-
ensen, while UTech's Sandi Gregory fin-
d.

other RMR rodeo this winter will be at
e University in Pocatello on Thursday

play musical chairs

Coach fits together winning combination

GRAND JUNCTION, Colo. — BYU head baseball coach Gary Pullins says the purpose of the fall baseball program is to shuffle players around so he can see which position is best for each.

If the Cougars' fall talent is any indication of what is to come, BYU baseball fans have a lot to look forward to the rest of this fall and next spring.

Pullins moved players around during six games last weekend against Mesa State College, and the result of each was the same: a win.

Two Cougar squads together outscored the Colorado school 73-16.

The varsity team won a doubleheader Friday 8-2 and 12-3 and then beat Mesa in another doubleheader Saturday 6-3, 15-1.

The junior varsity team won Friday's game 20-5 and Saturday's 12-2. While the two teams were in Colorado, another Cougar squad split two games in Price against the College of Eastern Utah. The combined 7-1 weekend record brings the Cougars to 11-1.

Winning varsity pitchers were Colby Ward, Jeff Koehler, Mark Beavers and Kelly Fredricksen.

The closest games were close for only three innings, Pullins said. "We hit the ball well on offense, and our pitching overmatched their hitting. There weren't many players who didn't look good.

"Defensively we were real shaky, but that is because we are moving players around," he said.

One of the players moved around was junior Gary Cooper. He is expected to be one of the top Cougar players

next spring, and Pullins is floating him between right field and shortstop.

"Cooper played in right field in the first game against Mesa and moved to shortstop for the other three. "He can play shortstop or right," Pullins said. "In my mind it is a question of whether Cooper wants to play shortstop."

The junior from Orem went to BYU as an infielder, but Pullins said he saw

"He can play shortstop or right. In my mind it is a question of whether Cooper wants to play shortstop."

Cooper's great running ability and moved him to right field. Besides, the Cougars already had a pretty fair shortstop — Cory Snyder, the all-American who since has signed with the Cleveland Indians.

Not only can Cooper run, he also can hit the ball well. The California native hit .390 his freshman and sophomore years with the Cougars and is already off to a good start this year. He hit the game-winning RBI against Colorado Northwestern Community College earlier this fall and hit three triples against Mesa. He also stole three bases.

Cooper bats third in the BYU lineup. Pullins said a baseball team's most consistent hitter is usually put in the third spot.

"He can hit, run and throw — basic skills that make him a major pro prospect," Pullins said. "Cooper is one of the most complete players we've had."

ctors in cross country meet

day, defeating four of the girls that finished in front of

Boys — 1. Mike Fisher, Orem, 15:13 2. Darren Hardy